



Critical Lender Update: Fix Up Loan Program Changes

Recording Date: June 26, 2018

Effective Date: July 2, 2018

Our Mission

Housing is the foundation for success, so we collaborate with individuals, communities and partners to create, preserve and finance affordable housing.

Webinar Topics

- Income
- Application
- Interest rate & term
- Other changes
- Website tour
- Contact Minnesota Housing

Income Limits

- Currently, \$104,000 across the state
- As of July 2, 2018:

11-County Twin Cities Metro Area*	Dodge and Olmsted Counties	All Other Counties
\$141,000	\$141,000	\$125,900

*The 11-county Twin Cities Area is defined as: Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, and Wright Counties

Qualifying Income

- Qualifying income determines program eligibility
 - Must have qualifying/underwriting income standards in place
- A separate program eligibility income calculation will no longer be required
- An underwriting worksheet must be included in every file
- Energy and Accessibility loan will still have no income limit

Application Options

Option 1: Minnesota Housing Credit Application

- [Updated version](#)

Option 2: Certain Industry Standard Applications

- Must include [Minnesota Housing addendum](#)
- 1003 can be uploaded into the Commitment System


REQUIRED with either option:

Must include an **underwriting worksheet** in the file – use your own or [Minnesota Housing's worksheet](#)

Interest Rate Changes

- Minnesota Housing to review and adjust interest rates quarterly
- Tiered interest rates based on term
- Select rate and term in Commitment System
- New documents
 - [Rate Lock Guide](#)
 - [Change Request](#)
 - [Loan Commitment Extension Request](#)

Commitment System


Housing and Development Software

[MAIN MENU](#)
[NEW LOAN](#)
[SAVED LOAN INFO](#)

NEW LOAN COMMITMENT - TODAY'S OFFERING

LENDER:
 FILTER BY PROGRAM:

SELECTED RATE:
☐ ATTACH 1003 FILE: [Browse...](#)

PROGRAM	RATE	ASSISTANCE	LOAN TYPE	DESCRIPTION
Community Fix Up Loan	4.5000 %	Other		First Lien
Community Fix Up Loan	5.7500 %	Other		Subordinate Lien
Fix Up Loan Secured	4.9900 %	Other		Energy/Accessibility Incentive
Fix Up Loan Secured	4.5000 %	Other		First Lien
Fix Up Loan Secured	4.4900 %	Other		Subordinate Lien (12 - 60 months)
Fix Up Loan Secured	4.2400 %	Other		Subordinate Lien (12 - 60 months) Auto-pay Incentive
Fix Up Loan Secured	4.9900 %	Other		Subordinate Lien (61 - 120 months)
Fix Up Loan Secured	4.7400 %	Other		Subordinate Lien (61 - 120 months) Auto-pay Incentive
Fix Up Loan Secured	5.4900 %	Other		Subordinate Lien (121 - 180 months)
Fix Up Loan Secured	5.2400 %	Other		Subordinate Lien (121 - 180 months) Auto-pay Incentive
Fix Up Loan Secured	5.9900 %	Other		Subordinate Lien (181 - 240 months)
Fix Up Loan Secured	5.7400 %	Other		Subordinate Lien (181 - 240 months) Auto-pay Incentive
Fix Up Loan Unsecured	4.9900 %	Other		Energy Conservation
Fix Up Loan Unsecured	6.4900 %	Other		Regular (Term 36-60)
Fix Up Loan Unsecured	6.2400 %	Other		Regular (Term 36-60) Auto-pay Incentive
Fix Up Loan Unsecured	6.9900 %	Other		Regular (Term 61-120)
Fix Up Loan Unsecured	6.7400 %	Other		Regular (Term 61-120) Auto-pay Incentive

Expanded ACH Discount Availability

-New- Effective July 2, 2018		Previous Guideline	
Unsecured & Secured	.25% discount if borrower enrolls in ACH	Unsecured	. 50% discount if borrower enrolls in ACH
		Secured	No discount

Note: No ACH discount on Energy or Accessibility loans

Larger Garage Size Limit

-New- Effective July 2, 2018	Previous Guideline
Garage size limit: 1,000 square feet	Limit: 800 square feet



Less Paperwork for Unsecured Loans

-New- Effective July 2, 2018	Previous Guideline
<p>Unsecured Loan Borrower(s) ownership interest</p> <ul style="list-style-type: none">• Most recent property tax statement	<ul style="list-style-type: none">• Most recent property tax statement and• <i>Copy of the deed</i>



Credit Report Fee

-New- Effective July 2, 2018	Previous Guideline
May charge <i>actual cost</i> of credit report	\$15 limit



Website Tour



Mortgage rates starting at:

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- ⌘ Improve Your Home
- ⌘ Interest Rates
- ⌘ Find a Lender
- ⌘ Foreclosure Prevention

Help with Housing & Rent Assistance



- ⌘ Looking for Rent Assistance
- ⌘ Looking for Shelter
- ⌘ Looking for Affordable Rental Housing

Lenders & Homeownership Partners



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- ⌘ Interest Rates

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Thank you!

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Questions?



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SUCCESS

Call Partner Solutions

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